THE International Collector

and Victor Stamp News

Sept. 1912

Volume 2

Number 8

Editor and Publisher

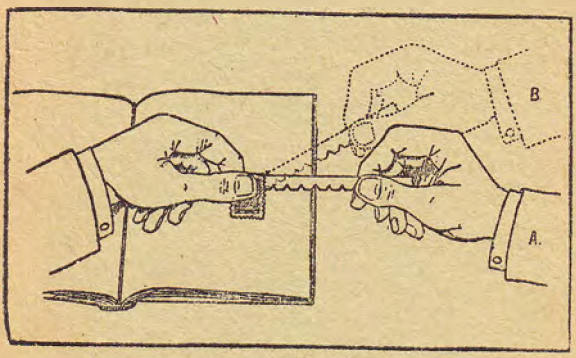
Gordon H. Crouch

911 Dovercourt Rd.

TORONTO - - CANADA

The New "Strip" Stamp Mounts.

PATENTED



DIRECTIONS

Take some of the strips and fold them gummed side outwards (it will be found easier to fold about ten at a time). Now take one, moisten the end mount with the lips, hold it down to the position the stamp is required to occupy, place the stamp over it, pressing firmly with the thumb of the left hand. (Fig A). Now move the right hand upwards with a **Steady** tearing movement. (Fig. B). Do not give a sudden jerk, the mount will break off quite easily, leaving the stamp firmly fixed.

With a little practice, **20 Stamps per minute** can be neatly hinged, or **three times as quick** as by the old method.

1000 for 15c. or Free with a year's subscription.

"The International Collector"

COMBINED WITH

"The Victor Stamp News"

AND

"The Dominion Philatelist"

EDITOR AND PUBLISHER

G. H. CROUCH 911 Dovercourt Road

TORONTO CANADA

Subscription:—50c per year. Unused Stamps of any Country accepted.

Advertising Rates:—

One inch - - -	$ .50
One half page - -	1.25
One page - - - -	2.00

Special Rates for Contracts of Three Months or over.

Exchange Ads:—Two words for two cents.

I wish to exchange two copies with all other Philatelic papers and other similar publications.

If this space is marked thus: "X" it means that your subscription has expired. Send [ ] your renewal in at once so as to avoid missing any issues.

VOLUME 2 SEPT. 1912 NUMBER 8

YE EDITORIAL POINT OF VIEW

Owing to the fact that I am over three weeks late in getting out the September issue, and having received a very good offer from a local firm to print a large number of their plates, I am making this issue practically all advertising. This leaves me free to work on the October issue which will contain 28 pages at least, and will be printed in two colors.

This is something new in the stamp publishing line and it should prove successful in showing I am trying to make the "International Collector" a hummer. Although the issues have been rather irregular during the past few months, the size and quality has been steadily improving, and will continue so to do.

Next month all the regular Departments will be in "full working order", and will prove a treat.

As this issue will go to many hundreds of persons who are not regular subscribers I will make a special offer to you. If you will send me 50c in any convenient form, I will send you the magazine until January 1914. Think of it! Sixteen issues for only 50c. At least 448 pages, guaranteed, probably much more. Nine pages for one cent. You couldn't get anything much cheaper could you? But, remember *Do it now.*

SPECIAL NOTICE. I have made a great "Find", what I may call a "Journalistic scoop". Its a series of articles from "Behind the Scenes". Some of the miserable, mean ways of certain classes of "Hobby lists" will be shown up. I expect the first installment to be ready in the November issue. You really cannot afford to miss this. Send in your subscription right now, and be sure of getting this.

Are you anyways Artistic? I want a distinctive, pleasing and striking design for a cover, will give a cash prize for it. Further announcements in October number. You may be the winner. Try it.

DEPARTMENT
OF
ADVERTISING

an interesting variety of offers made by a large number of firms for your pleasure and profit.

MY GUARANTEE
IS
YOUR PROTECTION

No advertisement is allowed in our columns until we are satisfied that the advertiser is absolutely reliable and that any subscriber can safely do business with him. If any subscriber is defrauded I will make good the loss resulting therefrom, if the event takes place within 30 days of date advertisment appeared, and complaint be made to me in writing with proofs, not later than ten days after its occurring, and provided, also the subscriber in writing to the advertiser, stated that his advertisement was seen in "The International Collector" Be careful when writing to an advertiser to say that you saw the advertisement in "The International Collector."

STAMPS YOU NEED
AT
PRICES YOU LIKE

A PEARL-MOUNTED **FOUNTAIN PEN**

No need to tell you of the great value of a Fountain Pen. Everybody in every walk of life needs one. But the price is generally high for a really good one. However, through a fortunate purchase we can offer a very limited number of thoroughly reliable pens.

ARTISTIC PEARL-MOUNTED

14 karat Nibs, complete with Filler and Safety Pocket Clip, all neatly packed in a special box. **PRICE ONLY $1.00**

Sterling Supply Co., Toronto, Can.

FILATELIA

PUERTO PLATA

REPUBLICA DOMINICANA

The review of most circulation in the country, solicits exchange and correspondence of philatelical periodicals and newspapers of the entire world.

Annual subscription $1.00 payment in advance.

Any newspaper reproducing this advertisement in a quarter page space, shall have right to one of equal size in this review upon the receival of copy containing advertisement.

The New Yorker

Aims to be, and is, one of the most interesting philatelic magazines in America.

Many features, up to date stamp news, New Issue Chronicle, Latest Foreign Stamp news.

Outlaws Among Stamps is the title of our leading serial by Rev. L. G. Dorpat. Illustrated.

The Advertising section is crowded with the announcements of the leading Dealers. Sample copy on request.

The New Yorker, Westfield, N. J.

5c a copy **35c a year**

EXCHANGE
WANTS AND OFFERS

Exchange and Trade Notices, Wants, For Sale, Etc., inserted under this heading for ONE CENT a word. Cash in advance. Special Offer:—650 words for $5.00. Used any time.

WANTED—Norway No. 1. Books, Pairs, Strips, Singles and covers, used; for cash or exchange. Reference Publisher. Otto Haker, 662 College St. Toronto, Canada.

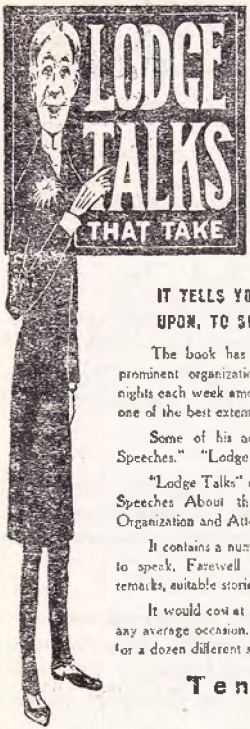
Do you expect to attend the Panama-Pacific Exposition in 1915, at San Francisco? Organizers wanted in every city and town, for the California Travel Club. Two cent stamp for information, to CALIFORNIA TRAVEL CLUB, 1547 Devisadero St., San Francisco, Cal.

THE PUBLISHER of this magazine wishes to exchange stamps with all countries either common or rare: Register all valuable letters. Unquestioned References if desired.

THIS MEANS YOU. when answering any advertisment in this magazine kindly state "I saw your Ad. in the International Collector." This will help yourself, the advertiser and the Publisher, thank you!

NOTICE TO FOREIGN SUBSCRIBERS and readers in Foreign Countries, are specially requested to make all remittances to our advertisers by Post Office Order. This is the simplest and easiest method both for the sender and receiver. Also you are asked to send any orders just as soon as possible after seeing the advertsement, so as to run less chance of the particular article you want being sold out.

FORM 15



EVERY LODGE MAN

SHOULD HAVE A COPY OF

LODGE TALKS

IT TELLS YOU JUST WHAT TO SAY, WHEN CALLED UPON, TO SUIT MOST ANY OCCASION : : : : :

The book has been prepared by a man who belongs to nearly every prominent organization in America. For many years he has spent six nights each week amongst various Lodges. He earned a reputation as one of the best extemporaneous speakers in America.

Some of his admirers induced him to write a few "Ready Made Speeches." "Lodge Talks" is the result.

"Lodge Talks" contains general talks about Fraternal Orders, Short Speeches About the Brotherhood of Man, Fraternity and Business, Organization and Attendance.

It contains a number of speechlets when being suddenly called upon to speak, Farewell Remarks, Toasts to the Ladies, and many short remarks, suitable stories anecdotes for every imaginable purpose.

It would cost at least ten dollars to get a special speech prepared for any average occasion. "Lodge Talks" will give you the subject matter for a dozen different speeches and costs only

Ten Cents a Copy

$1.00 a Dozen Copies

If you are afraid to open your mouth in the Lodge room this booklet will help you. If you are a good speaker you will get valuable ideas from "Lodge Talks"

BE SURE TO GET A COPY

Sterling Supply Co., Toronto, Can.

Agents Wanted

To Sell

Handy Sheet Blueing

For the Laundry

ONE OF THE MOST CONVENIENT HOUSEHOLD NECESSITIES EVER PUT ON THE MARKET--EVERY WOMAN BUYS IT!

Handy Sheet Blueing is a heavily coated paper saturated with the best Washing Blueing obtainable.

It is economical, easy to handle and gives better satisfaction than any other Washing Blueing on the market.

Cannot Spill or Splatter

It is cheaper and goes further than the liquid blueing ordinarily used.

Handy Blueing is put up in suitable packages containing ten sheets of Blueing, enough for twenty-four washings.

One Package, Ten Sheets to a Package	10 cts.
Twelve Packages	75 cts.
One Hundred Packages	$5.00

Agents Can Make

many dollars each day selling our Handy Sheet Blueing.

Boys and Girls

can sell handy Sheet Blueing after school and make big spending money.

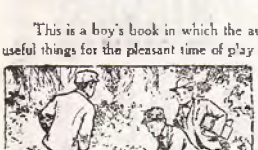
SEND YOUR ORDER AT ONCE

Sterling Supply Co., Toronto, Can.

FORM 21

EVERY BOY HIS OWN TOY MAKER

This is a boy's book in which the author has tried with his pen and pencil to teach some useful things for the pleasant time of play hours. It is a plain book, which he hopes will be easily understood by any boy old enough to be trusted with such common tools as a pen knife or a pair of scissors and still be equally suited for the pastime of those who, of riper age, aspire to manlier amusement.



It has required an investment of thousands of dollars to enable the American boy to obtain this master work, devoted to boys' amusement, instruction and useful pastime. Any boy old enough to read should have a copy of this valuable book. The best way to give you an idea of what the book contains is to print a few chapter heads below:

EVERY BOY HIS OWN TOOL MAKER---TELLS YOU HOW TO MAKE

A Crystal Basket
How to make a Silver Tree
Burning Steel
A Ghostly Fire
Coal Gas
To Electrify Brown Paper
Electrified Sealing Wax
An Imitation Shipwreck
An Electrical Waltz
A Galvanic Battery
An Electrotyping Apparatus
A Cheap Telephone
A Home Made Microscope
A Garden Camera Obscura
A Shadow Pantomime
To See Through a Brick
The Magic Lantern
To Make a Magnet
A Boys' Steam Engine and its Construction
How to Make a Lead Tree
A Bleaching Apparatus
Fire on Water
Invisible Ink
Colored Fires
Electrified Chairs
An Electric Kiss
A Mimic Thunderstorm
The Electrical See Saw
An Electric Telegraph
How to Make a Pair of Telephones
A Home Made Photographic Camera
A Pin Hole Camera
The Kaleidoscope
The Invisible Rendered Visible
To Render the Visible Invisible
Magnetic Toys
Sun Dial
A Wind Mill
To Make An Aeolian Harp
Comic Paper Mask
Parachute
The Fox Hunt
Horse and Cart
Soldiers Marching Out of a Fort
Boats
Cutter
Brig
Archery
Pop Gun
Stilts
How to Make An Artificial Fly
Bird Traps
Paper Boat
Fire Balloon
Kite
The Thaumatrope
Card Racks
Rustic Cottage
Boat With Two Lugsails
Schooner
Clipper Ship
Tip Cat
Sling
Angling
Rabbit Hutches

We have above only mentioned a few of the leading chapter headings. This book is worth dollars to every boy. The selling price has been made within the reach of all, only

25 Cents Per Copy **$2.00 Per Dozen Copies**

If you buy one copy you can sell a dozen to your friends by showing them your book. Here is a good scheme for you to make money.

Sterling Supply Co., Toronto, Can.

THE SMALLEST

BIBLE

ON EARTH

THE GREATEST NOVELTY OF THE AGE

¶ We have produced the smallest Bible on earth. A Bible the size of a postage stamp. Two hundred and fifty pages of the New Testament, profusely illustrated. This little Bible is a wonder and sells through agents like hot cakes. It is said that they bring good luck to the owner.

EVERYBODY WANTS A MIDGET BIBLE!

¶ Every man and woman can sell these Midget Bibles amongst their friends, church acquaintances, stores, Sunday schools, through trust schemes, fairs, bazaars and many other ways. You can make big profits selling them in a dozen different ways.

¶ Every boy and girl can make more money than they can spend by selling these Bibles to their school friends and acquaintances.

¶ You must see this Midget Bible to appreciate it. Will send one

SAMPLE BIBLE FOR 12 CENTS

One Dozen Bibles $1.00 100 Bibles $7.00

¶ Each Bible is put up in a neat envelope and makes a very good appearance.

¶ Send us your order for one dozen bibles and you will have them sold within thirty minutes after you receive them. You make the mistake of your life if you fail to handle this

GREATEST NOVELTY OF THE AGE

SEND US YOUR ORDER NOW!

Sterling Supply Co., Toronto, Can.

FORM 27

Trust Scheme Post Cards

Should Fill Your Pockets With Money!

Agents find big profits in postcards. There is nothing on earth for which there is a greater demand than high grade and artistic postcards. They sell readily and cost almost one twenty sixth buy. If approached in the right kind of a way.

We have originated a new way for selling them—a way that makes it easy selling for the agent—makes it possible for him to earn a big income without experience.

NO TALKING OR EXPERIENCE IS NECESSARY, OUR "TRUST SCHEME" ENVELOPE DOES THE WORK!

The plan in brief is this: We put 10 high grade and artistic postcards into a package. This package is addressed to "the Lady of the House." The package or envelope is printed with a description of the cards, and offers them for sale at a price that makes the agent big profit. The "Trust Scheme" envelope in which the package of cards is enclosed is marked like this: "The agent will call again in a few days and if you wish any of these beautiful cards, kindly have the money ready for such cards as you desire to keep."

DO YOU SEE THE POINT?

You distribute these packages of cards in the "Trust Scheme" envelopes from house to house. No talking is required; the envelope does the talking for you; all you do is to distribute the packages of cards—one package etc a house—collect cards calling and collecting the money and such cards as are not retained.

A word as to our cards: They are the most desirable and finest grade. We have an unlimited supply, and can furnish cards suitable for any season. Thus, during the Christmas Holidays we can, if desired, furnish you packages of Christmas and New Years cards; previous to Easter we can furnish Easter cards, and so on for every season and every holiday of the year. You can build up a regular trade, and find yourself, with small effort, in possession of an established route and an established income.

Our line is complete for every occasion—holidays, birthdays and all special occasions.

GENERAL AGENTS SHOULD MAKE BARRELS OF MONEY!

We wish to get a few general agents who will take hold of this matter and rush it. There is no limit to the profits a live general agent can make. If you are doing as our general agent you make your sales through sub-agents—girls, women, boys and girls. Get a few people out of work selling these card packages for you. Boys and girls, especially, can sell these cards like "hot cakes" and they will make you all kinds of money.

Suppose you get 10 people working for you, and suppose each one averages only 100 packages per day; this would average you $35.00 per day. One quarter each of 100 sales per day each would make you a full income. You can pay some agents 25 per cent or more commission.

FIGURE IT OUT FOR YOURSELF.

Selling price for 1000 postal card packages at 10 cents per package	$100.00
Commission to Salesman at 25 per cent	25.00
1000 packages cost you	10.00
	$35.00
Your profit	$ 65.00

By more than $2,000.00 per week in cold profits! Figure this matter clear down to last so you like, and you cannot but see that

THERE IS MONEY IN THIS!

Make a start without delay; advertise, get a lot of sub-agents working for you, push the thing and you should reap a harvest of dollars.

OUR PRICES ON CARD PACKAGES

1 "Trust Scheme" Postcard pkg.	$ .10
10 "Trust Scheme" Postcard pkgs.	.75
50 "Trust Scheme" Postcard pkgs.	3.00
100 "Trust Scheme" Postcard pkgs.	5.00
500 "Trust Scheme" Postcard pkgs.	22.00
1000 "Trust Scheme" Postcard pkgs.	40.00

(Each postcard package contains 10 assorted cards.)

There is no better way or earth of making money than selling these postcard packages, either through your own efforts or the employment of subagents to help you. Postcards do sell, and the assortments of cards which we put into the packages are beautiful—everything.

There is no simpler, easier method of making money than this. No experience is necessary—no talking is required. The "Trust Scheme" envelope is all that is required. It does the talking—you reap the benefit. We want you to give this business just one little trial; we are satisfied that if you do you will buy many thousands of these card packages from us, and engage permanently in the business.

If you desire a business about the whole year around—a business that should fill your pockets with money—business with which you can travel, if you so desire, all over the country—this is what you are looking for. If you wish to be free and independent, do not delay, but engage with us at once.

Sterling Supply Co., Toronto, Can.

FORM 12

THE GREATEST

Combination Game Offer

ON EARTH

8 NATIONAL GAMES 12c

These Games are suitable for old and young and consist of the following games:

1. GAME OF CHESS.
2. GAME OF CHECKERS.
3. DOMINOES.
4. NEW GAME OF AUTHORS.
5. NINE MEN MORRIS.
6. FOX AND GEESE.
7. THE SPANISH PRISON GAME.
8. GAME OF FLIRTATION.

Send for a sample set of these various games, show them to your friends and you can sell dozens of them without working hard.

We don't believe that an offer of this kind was ever made to you before. Therefore, we advise you to get one set of games or a quantity and make money selling them to your friends.

We furnish the games at the following prices:

One Sample Combination Game, 12 Cents

10 Combination Games, 75 Cents. 25 Combination Games - $1.50

Better get busy and order a supply. You could not obtain these games in the regular way for a five dollar bill.

Sterling Supply Co., Toronto, Can.

"THE POWER THAT RULES ON EARTH"
PASTORAL SCENES ON THE PLANET OF MARS
PROCLAMATION
TO MY FLOCKS ON THE PLANET OF MARS!
Five years ago, when communication was opened with Mars, and a breed Atrahips began plying between the planet of earth and the planet of Mars, I came among you. I got off the earth because of it's intolerable conditions. "The Common People" who live on the earth, are gradually being exterminated. Millionaires rule" supreme, and the poor man must carry in his pocket a signed license emitting him to live.
On the planet of earth it is a disgrace to be poor; on the planet of Mars it's a disgrace to be rich.
This day marks the initial number of "The Mars Weekly Planet." It will keep you informed, not only of happenings on our own beautiful planet of Mars, but also on that wonderful planet known as Earth. On the inside pages of this number appears a full account of the Marvelous, Astounding conditions existing on Earth to this, the year 2110. Our own special correspondents on Earth will tell you of things beyond your belief, they will tell you how people travel from a city of Chicago to a city of New York in 11½ seconds, of buildings 100 stories above the earth and 50 stories below, they will tell you of the Big Pounds for "the common people," and of astounding, unbelievable conditions on the Earth.
THE EDITOR
HE TILLS THE SOIL ALL DAY
"AT EVENTIDE, HE, MILKS THE GENTLE COW"
"IN SUNDAY BEST WERE ON OUR WAY TO KIRK"
"THE POWER THAT RULES ON MARS"

THE MOST UNIQUE PUBLICATION IN THE WORLD FULL OF THE FUNNIEST KIND OF FUN!

The picture above is a facsimile of the "FREAK" Newspaper, A YANKEE NEWSPAPER ON MARS in the year 2110—200 years from now. In 200 years from now, communication will have been established with the planet of Mars. A Yankee, no longer able to live on Earth because of it's intolerable conditions in 2110, migrates to Mars and starts this paper. Read all about the funny people who live on that planet—of their funny ways, and how smart adventurers from Earth go there and "flim flam" them out of all their money! It is uproariously funny—a cure for any case of the blues. Guaranteed a laugh in every line.

This paper also tells all about the conditions on Earth 200 years from now.

What Will This Old World Be Like 200 Years Hence?

Read this paper and find out. It is wonderfully realistic, powerful in descriptions, points a terrific Moral, but is at the same time extravagantly funny. Read how the people travel from Chicago to New York in 11½ seconds; how the Trillionaire Trusts finally succeed in "cornering" the air and in making people pay for breathing; how the "common people" must carry in their pocket a "license to live," and, what happens to them if they have no "license." Read about "Condensed pork and beans—lunch in a seconds," about the hen that lay hard boiled eggs, how the "Stork" "lost his job" and scores of other Marvelous things.

PRICE 15 CENTS

Sterling Supply Co., Toronto, Can.

Lighten Your Household Work

You can do it. How? By using the most up-to-date, practical and economical appliances known to the "Kitchen World."

We offer you a few of the many helpful and serviceable articles we have. They will assist you in

DOING BETTER WORK
PROVIDING BETTER MEALS
LESSENING YOUR HOUSEHOLD RESPONSIBILITIES

SOME SPECIAL OFFERS TO YOU

Our Patent Tension Shears, 8 inches long, nickel plated, thumb and finger grips. Our Tension Spring will keep it sharp for years. WE GUARANTEE for 10 years or refund your money. Post paid 44c. - 3 for $1.19.

Our Non-Bending Long Handled Dust Pan has a handle over 2 feet long, which works on a hinge system. You can pick up every speck of dirt without bending or stooping. Save your back by using it. Price 27c. by Express.

Our Mystic Wonder Polishing Cloth will clean your Silver and Metal Ware in one-quarter the time, without any Liquids or Polishes. It will last for months. Try one for only 22c. Post free.

Our Travelling Clothes Pin Bag is made of best quality ticking. It has wire hooks to attach to your clothes line and you can shove it on the line as you go along. It cannot blow down. Will keep your clothes pegs clean all the time. 28c. Post paid.

Our Family Cleaver and Meat Tenderer. Indispensable, Reliable and Cheap at only 39c. by Express

Grind your own Coffee and thus get its full value by using our Wall Coffee Mill. Simplest, strongest and most practicable. Complete with Graduated Measurer. 87c. by Express.

Our Automatic Egg Beater, works with one hand. Will not strike your hands across the dish. We guarantee this at 18c. Post free.

Be healthy and use our Sanitary Rolling Pin. Made of pure White Granite and Warranted Germ Proof. Cannot become rancid or foul. Cleaned with a damp cloth, no scraping. Price 58c. by Express.

Satisfaction Guaranteed or Money Refunded

STERLING SUPPLY CO., TORONTO, CAN.

WE STAND BEHIND OUR GOODS.

Sterling Supply Co., Toronto, Can.

STAMPS, 105 China, Egypt, &c., Stamp Dictionary, List of 3000 Bargains and Coupons, 2c. Large Album to hold 1200 stamps, 10c. Better ones, 15c, 30c, 90c. Illust. Catalog pricing the stamps of all nations, 12c. Wholesale, retail. Agts wntd.. 50 p. c. Direct importers; album manufacturers. BARGAINS

A. BULLARD & CO., STA. A, Dep. D BOSTON

FOREIGN REVENUES, MY LINE

Ask for my Bulletin No. 8. 100 different Foreign Revenues 22c. Also give Postage Stamps in exchange for them.

Oscar T. Hartman, 1534 26th Ave, Denver, Col. U.S.A.

A Confidential Chat

Have you ever bought Packets?
Yes, you say?
How did you like the last one you got?
Pretty fair, was it?
Any damaged stamps in it?
Just two or three perhaps.
Quite so.
Were any faded or heavily marked?
Maybe a few, yes?
How many slightly skinned or chipped?
Wouldn't like to say?
Suppose not.
You weren't exactly "highly" satisfied with it then?
Well, no.
Just a little "stung" there?
Never, yes.
How'd you like to buy a Packet in which every stamp is in good shape?
Just jump at it, you say?
Well then, as the bootblack said on a cloudy day,

"Heres where we shine."

We offer you below Some Packets which we absolutely guarantee.
The very latest thing in Stampdom.
Don't take our word for it either.
Just send us your order.

If dissatisfied, return the stamps
Will refund your money.
And pay your postage expenses.
Sounds "too the level" doesn't it?
Each Packet contains 20 to 30 stamps.
Packet No.
1—Argentine, Austria, Trinidad.
2—Barbadoes, Cuba, Persia.
3—Bulgaria, Bosnia, Br. Guiana.
4—Brazil, Bolivia, Br. No Borneo
5—Canada only
6—Cape of Good Hope, Ceylon, Col. Rep.
7—Chili, China, Cyprus.
8—Crete, Peru, Costa Rica.
9—Paraguay, Venezuela, Egypt
10—Dutch Indies, Ecuador, Fiji
11—Nicaragua, Guatemala
12—French Colonies only
13—Gibraltar, Greece, Servia.
14—Newfoundland, Salvador.
15—Hong Kong, Hayti, Servia.
16—Portuguese colonies.
17—Honduras, Hawaii, Luxemburg.
18—Jamaica, Tunis, Uruguay.
19—Transvaal, Iceland, Philippines.
20—Mauritius, Malay, Mexico.

Price 25c each. 5 Packets for $1.00

WANT A BARGAIN? HERE'S THE REAL THING

An exceptional offering of popular stamps. Fine French, British and Portugese colonies; surcharges, provisionals and and other good things. We give you an unrelated guarantee of satisfaction. Your order can prove it. Each one a snap.

25 different 20 century only	$ 05	200 different stamps	$ 15
50 " " " "	12	500 " "	90
75 " " " "	30	1000 " "	2 25
100 " " " "	50	50 King's Head	75
200 " " " "	2 25	75 "	1 50
		100 "	2 00

25 SETS

20 diff. Argentine Rep., 6 diff. British Guiana, 6 diff. Bosnia, 12 diff. Australia, 15 diff. Asia, 12 diff. Africa, 100 diff. Europe, 50 diff. North America, 10 diff. Central America, 15 South America, 1899 20th century, 25 diff. Canada, 25 diff. France, 18 diff. Germany, 12 diff. Mexico.

100 SETS

50 diff. Asia, 25 diff. Africa, 150 diff. Europe, 55 diff. North America, 16 diff. Central America, 25 diff. South America, 15 diff. Bulgaria, 12 diff. Argentine Rep., 25 diff. Canada, 150 1908 century, 35 diff. 20th century, 20 diff. W. Indies, 10 diff. E. Indies, 30 diff. Oriental.

SKEPTICS BECOME ENTHUSIASTIC BUYERS

Because if you buy anything from us, any time, and find it in any way unsatisfactory, send it back and get your money. Don't want your money unless you are satisfied that you have your money's worth. This is not sentiment, as business it pays us to treat you right.

We Can Save You 20 per cent on Your Approval Business. Ask Us How.

STERLING SUPPLY CO. - - Toronto, Can

Philatelic Printing

100 Best Linen Finish Bond Letter Heads and 100 Envelopes to match for $1.00: 250 each for $2.00 all prepaid. You can have White, Blue or Gray Paper, and any color ink. We have cuts of stamps, coins, Indian Relics, etc., to use on your work.

Send Stamp For Samples

T. O. Young, Philatelic Printer, New Haven, N.Y.

Auction Sales

We hold Auction Sales about every month. There is no better way to add stamps to your collection than buying at auction. **Catalogues of all our sales are Free to buyers.**

We Buy Stamps

We wish to purchase several good collections, also high grade duplicates for prompt cash. Send on approval, or give full particulars. **We will pay 20 to 30 per cent. more than your local dealer.**

CO-OPERATIVE EXCHANGE

1496 Bedford Ave., (Estab. 1898) **Brooklyn, N.Y.**

STAMPS ON THE ORIGINAL COVERS

Over 2,000 var. in stock, from nearly every stamp-issuing country in the world. Send "Want List" for prices.

I have published 42 monthly numbers of "The Idaho Post Card Exchange". It is 24 pages each issue. "Sample Copy" FREE, to any address in the world for a view-card.

A. T. NELSON, Pub.

Dept. 94, Box 906, Boise, Idaho, U.S.A.

FORM 22

DOES ANYONE OWE YOU MONEY WHICH YOU CAN'T COLLECT?

THE FANTUS COLLECTION METHOD WILL GET IT FOR YOU WITHOUT EXPENSE OR WORRY.

Succeeds after all other means of collection have failed. Most practical and result bringing collection system ever devised.

After years of study and practical experience we have perfected a system of collecting old and "given up" debts which can be absolutely relied upon. If there is any way of collecting outstanding accounts, this method will do it. The expense is trifling considering possible results.

We have published a set of letters, written by an expert attorney, which are sold at a very nominal price. The forms are put up in such a way that the debtor, in receiving communications, is under the impression that the account is in the hands of an attorney, while in reality creditor is in direct contact with delinquent.

YOU ARE YOUR OWN ATTORNEY!

Money Collected from "Given Up" Accounts is Just Like Finding It.

A lawyer succeeds in collecting a bill where you cannot—because a letter from him shows that he means to take vigorous measures. The Fantus Collection Method adapts practically the same course of moral suasion and legal threats used by the most successful collection attorneys.

The only difference is that you send the letters yourself (the debtor being ignorant of the fact) and attend to your own settlement in any way that suits you.

The first letter will start payment of the average slow account, and only the most hardened dead beat can resist the entire series.

You have no attorney's fees to pay, and you will find this method in many ways a much more satisfactory way of collecting your outstanding accounts than by sending same outside of your office for collection.

A TRIAL ORDER IS ALL WE ASK!

This system consists of four forms, starting with the first as an easy reminder, and getting stronger and more urgent as they follow up, the last form being a notice that suit would be started.

We sell the complete method with all necessary instructions how to use them properly. A set consists of a series of "follow up forms," official envelopes and a perfect Collection Record.

Get enough sets to send to all your delinquents, and you will be surprised how many of the so called lost accounts will be paid.

Will send you the Fantus Collection Method prepaid at the following prices:

Complete Sample Set	*$.25*
Three Complete Sets	*.50*
Eight Complete Sets	*1.00*
Twenty-five Complete Sets	*2.50*
Fifty Complete Sets	*4.00*

Ste[illegible]ng Supply Co., Toronto, Can.

YOU, ME
AND
THE OTHER FELLOW

or the Relation between the Advertiser, the Reader and the Publisher.

Stop and realize our relative positions, the reader is the one that makes any magazine successful, the advertiser does his share, also the publisher has to hold up his end, and to make a magazine, one and all of these three classes must be satisfied in his own way.

The advertiser must have his results from the reader as well as from the publisher, and his principal result is the sale of his goods through his advertising to the readers of the magazine.

There is only one way for the advertiser to know the the result of his advertising. It's up to you. Just mention, "I saw your Ad. in the International Collector." That will do the trick. Every little helps, so do your share, won't you? I am doing all I can to give you a good interesting and entertaining magazine; and those few words added to your letter will please the advertiser and help me to give you a better magazine.

Put your shoulder to the wheel, get in line, and boost; that's what, "boost;" then "boost" some more, and it will become a habit.

IF STAMP BUYERS

could not be reached effectively through the "International Collector" columns Stamp Dealers would not advertise here! for

Dealers in Stamps Have Few Illusions About Advertising

They don't advertise to please the Publisher—but to sell their Stamps, and if the Dealers represented here find it profitable, wouldn't you? Certainly, you would, provided you "have the goods." Let me hear from you about it.